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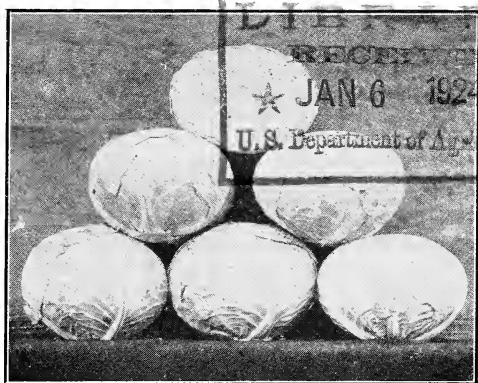


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# REED BROTHERS'

## *Short Stem Danish Cabbage*

"TESTED AND TREATED  
SEED FROM THE GROWER TO THE SOWER"  
SUPERIOR TO ALL NATIVE OR FOREIGN GROWN



FROM ACTUAL PHOTOGRAPH. NOTE SOLIDITY  
OF HALF HEAD ON TOP

HEADS HARD AS A ROCK

CRACK PROOF

A THIRD HEAVIER THAN ANY OTHER DANISH,  
MAKING IT AN EXCELLENT KEEPER

*Reed Bros.' Short Stem Danish Seed grows  
the best cabbage handled by us, and we load annu-  
ally about 1,000 cars. Signed,*

*WAVLE, CHAPLIN & FITTS,*

*Produce Dealers, Cortland, N. Y.*

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**REED BROTHERS**  
DANISH CABBAGE SEED SPECIALISTS  
CORTLAND, N. Y.

## REED BROTHERS'

### *Short Stem Danish Cabbage*

This is the most popular and profitable late cabbage in existence today. It produces large solid heads of a distinct type with an unusual lap of leaf, making it very desirable when stored late and has to be trimmed. This overlapping of the leaves greatly strengthens the top of the head, making it crack proof also greatly increasing its weight.

Our seed is all produced from SELECTED MATURE HEADS taken from fields which have cut 20 to 30 tons per acre for 12 successive years.

Heads of true Danish type, extremely hard, good depth, slightly tapering at the base with that much desired colored leaf on top which makes them so attractive in market. They weigh when trimmed fully ONE THIRD more than any other cabbage of equal size. In consequence it will keep until spring in the finest condition.

The plant is of compact, upright growth and may be planted closer together than any other Danish. It can be relied upon to produce a greater weight per acre than any other strain. No other strain known has yielded 20 to 30 tons per acre for 12 successive years. It will head under the most adverse conditions, never failing to produce a crop.

In 1919 according to government reports it was the only strain of Danish that produced a full crop of cabbage in the United States.



As they grow in the field. Outer leaves stripped off to show shape of heads and overlapping of head leaves. Note how even they are. No small ones and none cracked.

## THE VALUE OF GOOD SEED

Progressive farmers are awake to the fact that the best and most profitable crops cannot be grown from poor seed, and that the slight extra cost of the best seed obtainable is returned to the grower many times in the increased production and higher market value of high quality vegetables. The loss of one crop would cost the grower far more than all the seed he would ever purchase. This is particularly true of cabbage. There is an occasional year when the grower of any crop does not secure much more than the cost of production, but the successful grower of cabbage, the man who has a good production and good quality every year, finds the lean years more than overcome by the added profit from his crop in time of scarcity, and makes it one of, if not the most profitable crops grown.

This fact is illustrated by the following printed report of Prof. A. E. Wilkinson of the New York State Agricultural college. Prof. Wilkinson writing of our crop in 1916 says: "This crop of Danish cabbage was not only the best in the State, but the highest yielding crop of cabbage in the United States." This crop sold for over \$800.00 per acre from the field. In 1919 our yield was over 25 tons per acre, and the best market price for stored cabbage made our crop worth more than double the above quoted figures.

Both of these years our success was assured by our having a strain which would produce a crop. A crop failure would have cost us more than all the seed we would use in a lifetime.

Our experience is no exception. No cabbage grower anywhere who has used our seed and given his crop proper attention, has, in any year, failed to secure a good yield.

This fact is fully demonstrated by the many testimonials absolutely unsolicited, which we have received from enthusiastic customers, some of which appear on the last pages of this pamphlet.

### THE PROPER CURING OF CABBAGE SEED

The curing of cabbage seed must be done in the most careful and painstaking manner in order to secure perfect germination. Our seed is air-dried on the plant, under cover, therefore the highest germination possible is secured.

All varieties of cabbage or any other plant belonging to the cabbage family, including wild mustard, will cross-pollinate or mix together if allowed to seed near each other. This accounts for your often getting a mixture of almost every strain of cabbage when you only ordered one pure strain from your seedsman or dealer. We have no wild mustard and grow only one strain of cabbage, therefore there is never any danger of getting anything but a pure strain when using our seed.

## THE SCIENTIFIC GROWING OF CABBAGE SEED

The production of cabbage seed of the quality of ours demands much labor, attention and experience. For 12 years we have specialized in this strain of "Reed Bros.' Short Stem Danish Cabbage." We claim it to be the BEST in every respect of any grown. Comparatively few people know how cabbage seed is produced. It takes two years to produce the seed. The ordinary grower of this seed sets out his plants late in the season, which prevents them from ever heading. Nor does he know that they ever would head. These immature plants are carried over, and reset in the spring for seed. The seed stalk grows from the center of this plant from which the seed is secured.

This method permits of no selection of the best heads for seed purposes and is indirect contrast to OUR method of seed production.

There are three classes of cabbage seed. One class is the so called tested seed from the seedsmen. Such seed is secured from jobbers or from men who grow seed in a small way on a contract for the seedsmen. A test is made in the trial gardens, and the seed producing fair to good is sold to the trade the following season. The poor seed is sold to cheap dealers, who in turn sell it to the farmers, not always at a low price. You will readily see that by this method you will get seed one or more years old, and there is not one chance in a thousand that you will get the same strain two years in succession.

Another class is seed that is never tested at all, or that which was tested and rejected by the seedsmen. This seed is bought by dealers who make a specialty of selling seed at a cut price.

In direct contrast to these is the method originated, developed and practiced by us. From a crop of mature cabbage we personally select the most perfect heads, which are carried over winter in a growing condition and reset for seed. These perfect heads send up their seed stalks from which our seed is secured.

No method of cabbage seed production could be successful without a perfect system of cross-pollination of the blossoms. This we accomplish by keeping many swarms of bees, which work among the blossoms and convey the pollen from plant to plant. Without the bees more or less self-pollination would take place, and the resulting seed would grow many plants which would produce small heads or possibly none at all.

Our selection of the most perfect heads year after year, together with our system of cross-pollination, accounts for the unfailing production and superior quality of our strain of cabbage.

## CABBAGE CULTURE

### GROWING THE SEEDLINGS

The largest practical growers have learned to allow one half lb. of cabbage seed per acre. With this amount there is nearly always a surplus of plants but the advantages of having enough, especially in a poor season and the first pick for yourself, will more than repay for all extra seed purchased. Their experience has been, one year with another, that the extra plants can be sold for enough to pay for all the seed purchased.

Exercise great care in selecting a mellow well drained piece of ground which has not had cabbage or plants grown on it for 5 or 6 years. Locating the seed bed where it is exposed to the north or west wind is desirable in controlling the flea beetle and cabbage maggot. Early insects hover in warm sheltered spots and shun cold locations. Avoid the shelter of buildings, fences, hedges or timber.

Early set plants will give the greatest tonnage per acre. Early setting for Central N. Y. is about June 15th. Cabbage intended for storage are usually better set 10 or 15 days later. These setting dates will make seed sowing necessary from the 1st to the 15th of May. Seed sown in rows and cultivated usually grow faster than in a broadcast seed bed. There are usually more insect troubles with the row method.

Some are having better success in always getting sufficient plants by making two sowings about a week apart. Some years seed germinates better at different times. This is a peculiarity of cabbage seed. By using this method a person is more likely to hit a good spell with half of his seed. One is also apt to skip with one sowing certain periods when insects make the most trouble.

If the seed is sown broadcast use 3,000 sq. ft., of ground per lb. of seed. Apply to this spot 100 lbs. of some complete fertilizer containing 2 or 3 % of nitrogen. If more rapid growth is desired broadcast small amounts of nitrogen at intervals later. Avoid the excessive use of fertilizer especially nitrogen. Sow the seed shallow doing the sowing only when the ground is dry.

### SOILS ADAPTED TO CABBAGE

The cabbage thrives on almost any soil that is reasonably dry. Those of the gravelly nature are apt to lack moisture in a dry season. Low lands especially along streams are apt to contain the slime mold disease *club root* and should not be used for cabbage or cabbage plants. A great many growers prefer sod ground for cabbage but the crop may be grown upon land which was used for a cultivated crop other than cabbage or one belonging to that family the previous year. Usually such land will need a more liberal supply of fertilizer.

Soils which are alkaline can be used for cabbage oftener than those which are not. Lime has a tendency to make the soil alkaline and the use of at least one ton per acre is recommended for cabbage.

Clover sod used for cabbage is not very satisfactory as it makes plant growth too tender.

## FERTILIZATION

The cabbage is a gross feeder rooting all through the soil, therefore all fertilizers should be applied broadcast and worked in. A state wide test has shown cabbage to be a heavy feeder upon Phos. acid. Next in importance is the supply of nitrogen. Potash seems to be of less importance. For land rich in nitrogen use 12 to 15 tons of manure per acre, not containing cabbage refuse or from cattle eating cabbage, also 700 lbs. of Phos. acid. For average land use 12 to 15 tons manure and 700 lbs. of a complete fertilizer containing  $1\frac{1}{2}$  to 2% of nitrogen. If no manure is at hand increase the amount of complete fertilizer to 1,000 to 1,200 lbs. per acre.

The proper fertilization is one of the important things in cabbage culture. The texture, color and maturity of any strain of cabbage can be greatly changed by the lack or over supply of fertilization. Field tests on a person's own farm will give actual needs better than any suggestions we may offer. Usually the hill land or knolls in a field need more fertilizer and a fertilizer higher in nitrogen than the flats or valley lands. Land along streams which flood is usually a poor place to grow cabbage.

The use of one ton or more of lime is recommended for cabbage. It may be applied at any time previous to setting and worked in. It should not be mixed with the manure as a means of applying.

## CONTAGIOUS CABBAGE DISEASES AND SEED TREATMENT FOR SAME

There are three contagious cabbage diseases which may be transferred upon the seed from a careless seed grower to your farm: i. e. Black Rot, Black Leg and Wilt or Yellows. In buying commercial seed there is always more or less danger in getting them. There is not only danger of losing your crop but once your soil becomes infested a rotation of from 4 to 15 years is necessary to rid you of the disease. It is far easier to keep free from disease than to cure it. These diseases are spread from the seed bed or by any other means by which dirt from an infested field is transferred to a clean one.

To eliminate the danger of getting disease upon the seed it should be treated as follows: To treat one lb. of seed, dissolve in an earthen dish, one Corrosive Sublimate tablet of (7.2 gr. strength) in one pint of water. Soak the seed in this solution for fifteen minutes, and no longer. Remove the seed and rinse in clean water then spread to dry on a cloth. Seed may be sown as soon as dry enough to handle. Treating seed always eliminates danger of disease. **Our seed has been treated. Do not treat again.**

Club Root and Black Leaf Spot (Rust or Blight) are not carried on cabbage seed.



Use a 6-year rotation to prevent club root. Dirt from a previous cabbage field whether diseased or not should be kept from new fields. Exercise great care to select a disease free seed bed. Avoid damp low spots or soakage from a barnyard or manure pile. This trouble is a slime mold disease of the soil. It can be controlled to an extent by the application of 4 tons of lime per acre applied to the soil the fall before and worked in the full depth of the furrows.

Black leaf spot is a disease which seems to be present at all times like potato blight, but seems to make trouble only occasional years when weather conditions are favorable for it to develop. No practical control methods have yet been found. Late set cabbage seem less subject to the disease. Cabbage grown on clover sod seem to be more subject to this disease.

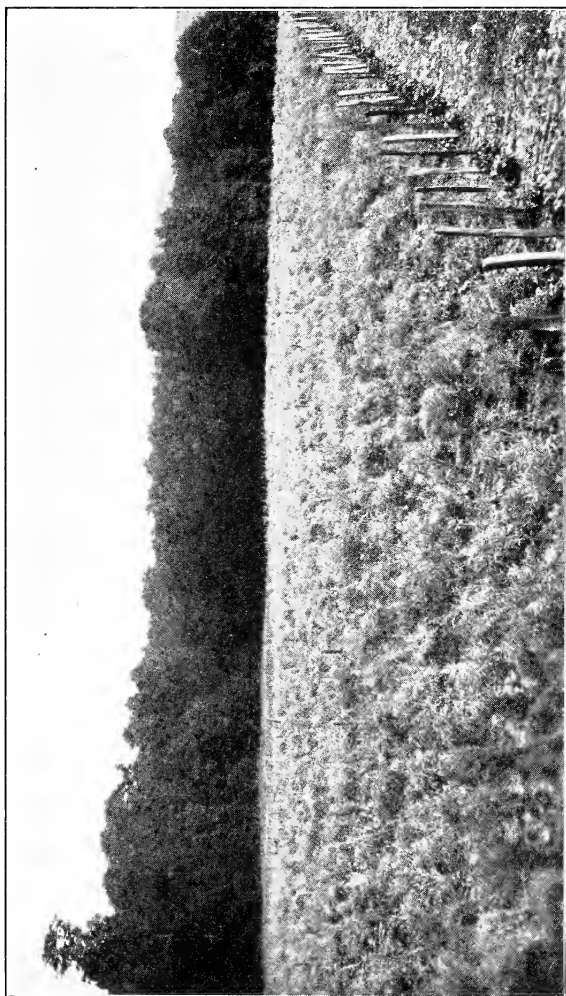


Photo of one of Reed Bros.' Danish Cabbage seed fields in bloom.

## TESTIMONIALS

### *Read What a Few of Our Many Satisfied Customers Say*

Note the dates of these testimonials and you will see they were given very poor cabbage years.

Our seed is a sure cropper. The poor years are when the price of cabbage is always high.

#### SELLS \$4,000 FROM ONE POUND OF SEED

Dear Sirs:

From one lb. of your Short Stem Danish cabbage seed I am just selling nearly \$4,000 worth of cabbage. I found your seed very strong in vitality and it surely produced exceptionally nice cabbage. I am very anxious to secure another lb. and trust you can fill my order.

Sincerely yours,  
C. C. Bennett,  
Phelps, N. Y., Jan. 20, 1920.

#### CUT 25 TO 30 TONS PER ACRE

Gentlemen:

I bought 5 lbs. of your Short Stem Danish cabbage seed last year. They certainly did fine. We cut 25 to 30 tons per acre. Please book my order for 7 lbs. for next spring. Thanking you in advance and trusting you can fill my order, I am,

J. S. Byers,  
Ruffsedale, Pa., Feb. 4, 1920.

#### HAD THE BEST CABBAGE IN SKANEATELES

Dear Sirs:

I used your Danish cabbage seed last year and had the best cabbage carred at Skaneateles. I write to have you quote me prices on seed again.

W. D. Burden,  
Skaneateles, N. Y., Feb. 9, 1920.

#### BEATS ANYTHING HE HAS EVER SEEN

Gentlemen:

I am sending you my order for Danish cabbage seed for next spring. I tried your seed last year and it beat anything I have ever seen.

R. E. Aslet, April 26, 1920.

Churchville, N. Y.

## HIS CABBAGE BROUGHT TOP PRICE

Gentlemen:

Have just sold my cabbage grown from your seed for \$100 per ton. The dealers here told me they were the nicest cabbage they had ever seen. Please put me on your list for 3 lbs. for next year.

Yours very truly,  
R. J. Ellis,  
Brockport, N. Y., Jan. 12, 1920.

## GOT A LOVELY PIECE OF CABBAGE

Gentlemen:

Please book my order for one lb. of your Danish seed for next year. I have a lovely piece of cabbage and would like your seed again.

Yours truly,  
Frank Field,  
Marcellus, N. Y., Sept. 1, 1920.

## BEST CROP OF CABBAGE HE HAD EVER GROWN

Gentlemen:

I write to tell you the Danish cabbage seed purchased of you last spring gave me the best crop of cabbage I ever grew. I want more next fall. Please book my order for 1 lb. now.

Yours truly,  
Geo. Loreridge,  
Churchville, N. Y., March 8, 1920.

## CAN USE NO OTHER KIND

Gentlemen:

Kindly enter my order for 2 lbs. of your Danish cabbage seed for future delivery. I have used your seed for 3 years with *grand* results and think I can use no other kind.

Yours respectfully,  
W. J. Horton,  
Chili Station, N. Y., July 26, 1920.

## WOULD GIVE \$50 FOR 2½ POUNDS OF OUR SEED

Gentlemen:

Please enter my order for 3 lbs. of your Danish seed for one year in advance. I would pay you \$50 for 2½ lbs. of your seed if you could only furnish it to me this spring.

Yours, etc.,  
G. T. Lydick,  
Rossmoyne, Pa., Jan. 1, 1920.

# THE BEST CABBAGE CROP HE EVER HAD

Dear Sirs:

I wish to tell you of the satisfaction your Danish cabbage seed gave me. I had the best cabbage crop this year from your seed that I have ever had. Please quote me prices on seed for another year.

Chas. W. Atcherson,  
Moravia, N. Y., Jan. 15, 1920.

## DON'T WANT TO GET LEFT AGAIN

Gentlemen:

You don't know how disappointed I am to find you are all sold out of cabbage seed for this year. Please book my order for next year. I certainly don't want to get left again.

Albert H. Doring,  
Gas Port, N. Y., Feb. 5, 1920.

## WANTS ORDER BOOKED FOR LIFE

Gentlemen:

Please book my order for your Danish Short Stem cabbage seed for life. I want to be sure of your seed as long as I live.

Jay Puderbaugh,  
Cortland, N. Y., April 12, 1920.

## ONLY ONE FAULT TO FIND

Dear Sirs:

What is the price of your seed for this year? The only fault I have to find with it, is that it grows such a large yield that we can hardly harvest it. Better than 25 tons per acre for me this year.

W. E. Lauderdale, Jr.,  
Geneseo, N. Y.



Solid heads weigh the most. This is why Reed Bros.' strain of Cabbage is the heaviest yielder.



# EMPIRE SEED OATS



## Follow Your Cabbage Crop With Empire Oats

These are a selection from the famous "Big Four" variety made by Dr. Love, of the Plant Breeding staff of the College of Agriculture, Ithaca, N. Y. They are our choice out of over 400 varieties and selections tried out by them.

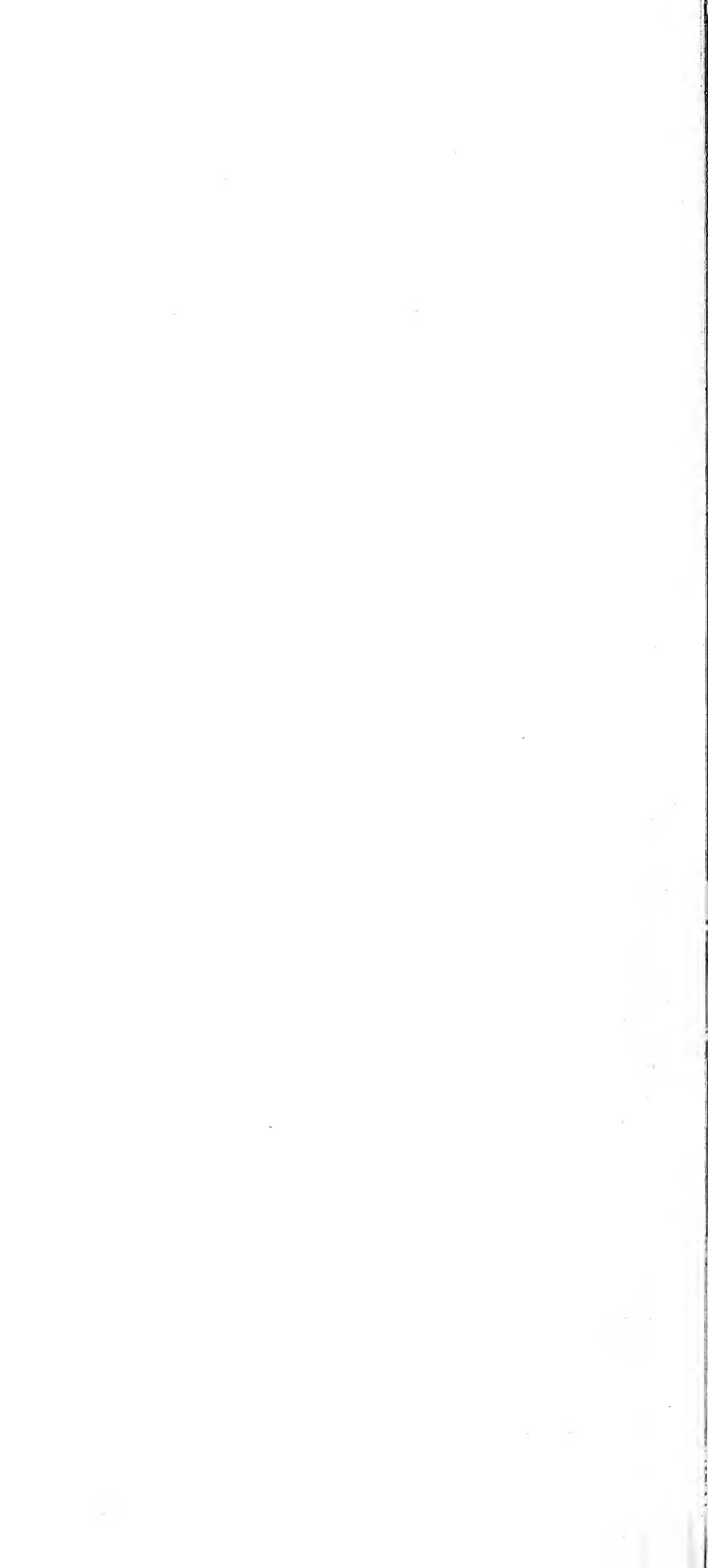
We have grown them since origination of the strain and find them to retain all the good qualities of the parent stock with the addition of a stiffer straw and a better yield of grain. Our average yield for the last two years has been 79 bushels per acre.

They are a heavy yielding thin shucked variety. 100 lbs. will shuck out 72 lbs. of clear meats. Average oats only shuck out 60 to 65 lbs. per 100. Weight, 40 lbs. per measured bushel. A tree or branching oat, average height of straw, kernels plump with very thin shuck. May be sown thinner than most oats as they will STOOLOUT and take the ground. Straw of medium size and stands up well. A mid-season variety. They do not decrease in yield like ordinary oats in this climate. We consider them the best oats in America to-day. Our stock has been **treated** for smut and is free from weeds. We have no wild mustard.

Price re-cleaned seed, per bushel of 32 lbs., \$1.50 up to 5 bushels. Over 5 bushels, \$1.25. F. O. B. Cortland, N. Y.

Jute bags free. We will double sack your sack your order for 5c per bushel extra.

**REED BROS., CORTLAND, N. Y.**



REED BROS.' DANISH ARE GOOD KEEPERS

Gentlemen:

We are now taking out of storage a crop of cabbage grown from your seed. The quality is more than satisfactory and of course we want your seed another year. Please quote us prices. H. H. SHORT & SON,  
Scottsville, N. Y., Dec. 11, 1919.

THE BEST STRAIN A 40-YEAR EXPERT HAS EVER SEEN  
Gentlemen:

I have grown cabbage 40 years and can tell any variety on sight. Yours is the best in every way of any I have ever seen. Keep it pure and you will never lack buyers. H. RUSSELL & SON,  
Market Gardens, Boonville, N. Y.

IT PAYS TO GROW PLANTS TO SELL

Dear Sirs:

From the 4 lbs. of seed you sent me I set 15 acres of cabbage and sold over \$100 worth of plants. Dr. H. G. Padget,  
Tully, N. Y., Dec. 10, 1919.

REED BROS.' STRAIN A SURE YIELDER

Gentlemen:

Had it not been for your plants we would have had but a small yield of cabbage this year. Other plants set in the same field with same treatment did almost nothing. C. G. Porter,  
Supt. N. Y. State Fair, Fruit Dept.  
Albion, N. Y., Jan. 6, 1920.

BLOOD IN SEED TELLS ESPECIALLY POOR YEARS WHEN  
CABBAGE ARE HIGH

Gentlemen:

My seed from you came fine and headed good while nearly all my neighbors had failures from other strains. From the one-lb. of seed I set 3 acres and sold 24,000 plants at \$2.00 per M. E. M. BORTLE,  
Seed Wheat Specialist,  
Victor, N. Y.

REED BROS.' SEED MAKES THE DIFFERENCE BETWEEN  
SUCCESS AND FAILURE

Gentlemen:

Since last spring I bought another farm and set one lot to cabbage using some plants of another strain. I wish you could see the difference in the two strains in the same field. It is the difference between success and failure. I am anxious to get seed for this farm also for next year so please increase my order to 7 lbs. C. J. Clark, Fairport, N. Y.

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**Our Northern grown Cabbage Seed, like all other Northern grown seeds, give greater yields and is far superior to any imported seed, because it is acclimated to the American climate.**

Many heads like this one are to be found in commercial strains



This is the way heads in Reed Bros.' Strain look

Good lap of leaf makes heads crack-proof, adds weight and prevents excessive trimming in storage.

## OUR GUARANTEE

We guarantee the statements in the preceding pages to be true, and in proof of their accuracy refer you to thousands of satisfied customers, the N. Y. State College of Agriculture, Ithaca, N. Y., the Penn. State College, State College, Penn., and furthermore heartily invite you to come and see our work. We also guarantee our seed to be all grown by us.

## FINANCIAL REFERENCES

First National Bank, Cortland, N. Y. Second National Bank, Cortland, N. Y. Dunn and Bradstreet's Agencies.

## HOW OUR SEED IS SOLD

Our seed is never sold in bulk. It is put up in cloth sacks, bearing our label, sewed up and shipped by us direct to you by parcel post, which assures you of getting exactly what you order.

One trial will make you a satisfied customer.

What we are offering is ALL NEW SEED—this season's crop.

According to our test the germination is above 95%.

## PRICES

One pound \$12.00, ½ lb. \$6.00, ¼ lb. \$3.00, post-paid, or we will send it C. O. D. any date you wish. **Be sure and order now.** Our supply of seed has never been sufficient for all who wished to get it.

**REED BROTHERS,**  
DANISH CABBAGE SEED SPECIALISTS  
CORTLAND, N. Y.